**Curriculum Vitae**

**Personal Information**

|  |  |  |
| --- | --- | --- |
| Name | **:** Mohammed Saad mohy |  |
| Nationality | **:** Iraqi |  |
| Date of Birth | **:** 26. 02. 1989 |  |
| Place of Birth | **:** Baghdad |  |
| Gender | **:** Male |  |
| Marital Status | **:** Single |  |
| Religion | **:** Muslim |  |
|  |  |  |

**ACADEMIC QUALIFICATIONS**

|  |  |  |
| --- | --- | --- |
| University | **:** Banking and Financial Sciences | |
| Year of graduation | **:** 2011ـ2012 |  |
| Rank | **:** Very Good |  |

**Languages**

|  |  |
| --- | --- |
| ● English | **:advanced**  in writing & speaking |
| ● Arabic | **:** Native |

**Certificate**

Driving Certificate

ICDL

M.O.B (manager on Boarding)

**Connection details**

Mobile : 07819276254

E-mail : mohammed0mohy@gmail.com

Address :Karbala

**Career History**

***tiryaki agro Company***

Senior Sales Supervisor (November 2017- present)

***Qubaitari company (FMCG )***

*Sales Supervisor ( Feb 2016- October 2017)*

***Kalleh company (FMCG)***

**Sales Supervisor December 2014 – January 2016**

**Sales Representative September 2012- October 2014 .**

Duties :

* Managing and motivating sales teams.
* Ensuring the achievement of a high standard of customer service.
* Overseeing the development of less experienced members of team.
* Maximizing profit through effective use of business KPI’s and performance
* Ensuring deadlines and targets are achieved whilst maintaining a high quality of service.
* Devising unique strategies and techniques to achieve the sales targets.
* Identifying and winning new business opportunities within defined market sectors.
* Obtain support for team both within department .
* Prepare and evaluate materials and information to comply with required reports.
* Provide individual coaching and set goals.
* ensure achievement of assigned tasks to develop strong team.
* Prepares the stock distribution for a company standards.
* Prepares the stock of company according shortage in distributor warehouses.
* Preparing monthly plan by package and brand and send it to competency depart.
* Coordinate with all departs to loaded orders from company.
* Development Infrastructure and warehouses condition in distributors warehouses.
* Complete managerial procedure.
* Follow payments of distributors and closing due payment on time and solve in problem in their accounts.